



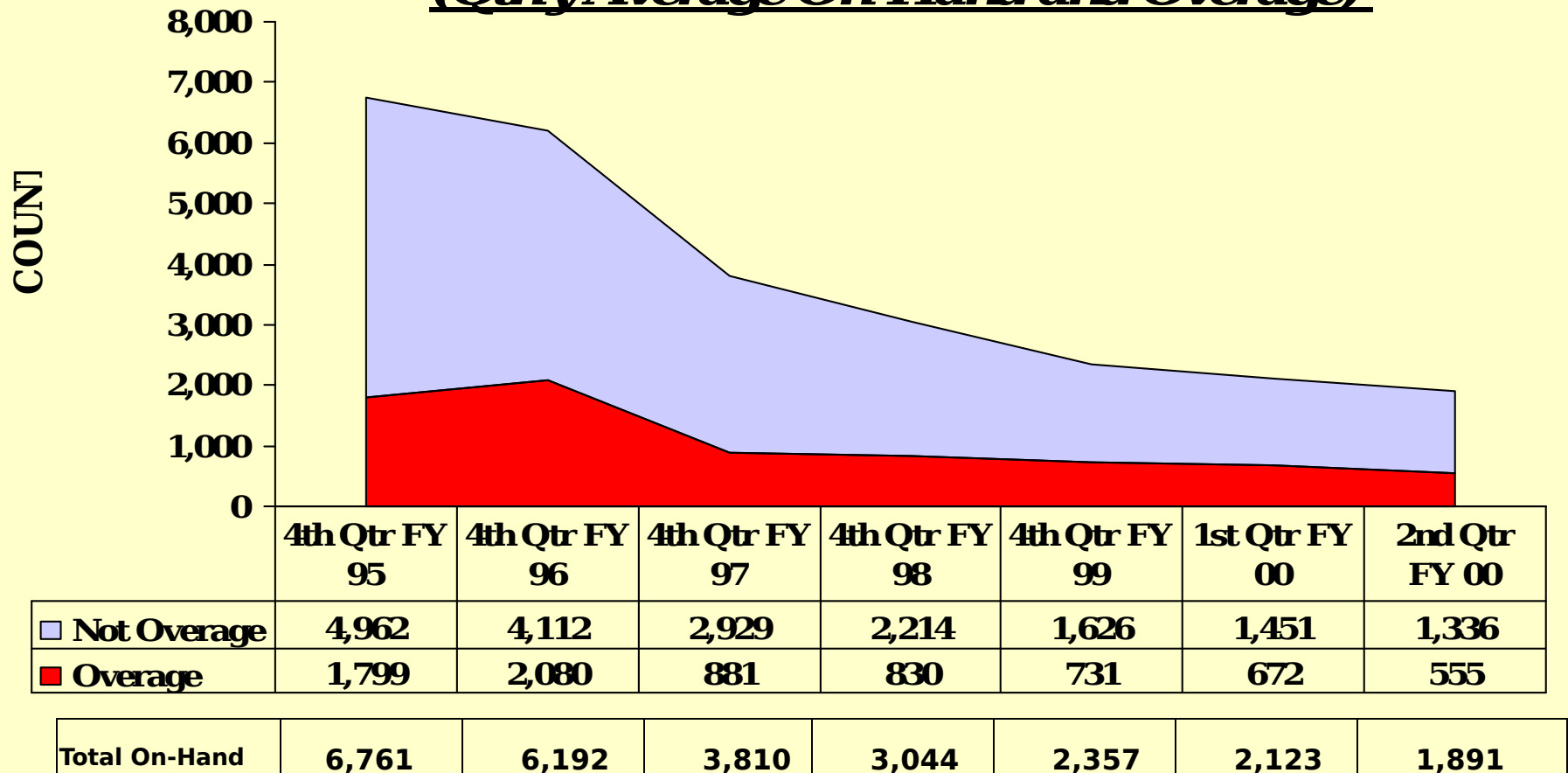
# ***Pricing and Negotiation Conference UCA Pricing***

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7 June 2000***

- ◆ Objective: share UCA pricing methods
- ◆ Briefings from DCMA CAOs:
  - ◆ Sikorsky
  - ◆ Indianapolis
  - ◆ Santa Ana
  - ◆ Owego
  - ◆ Raytheon
  - ◆ Boeing Seattle

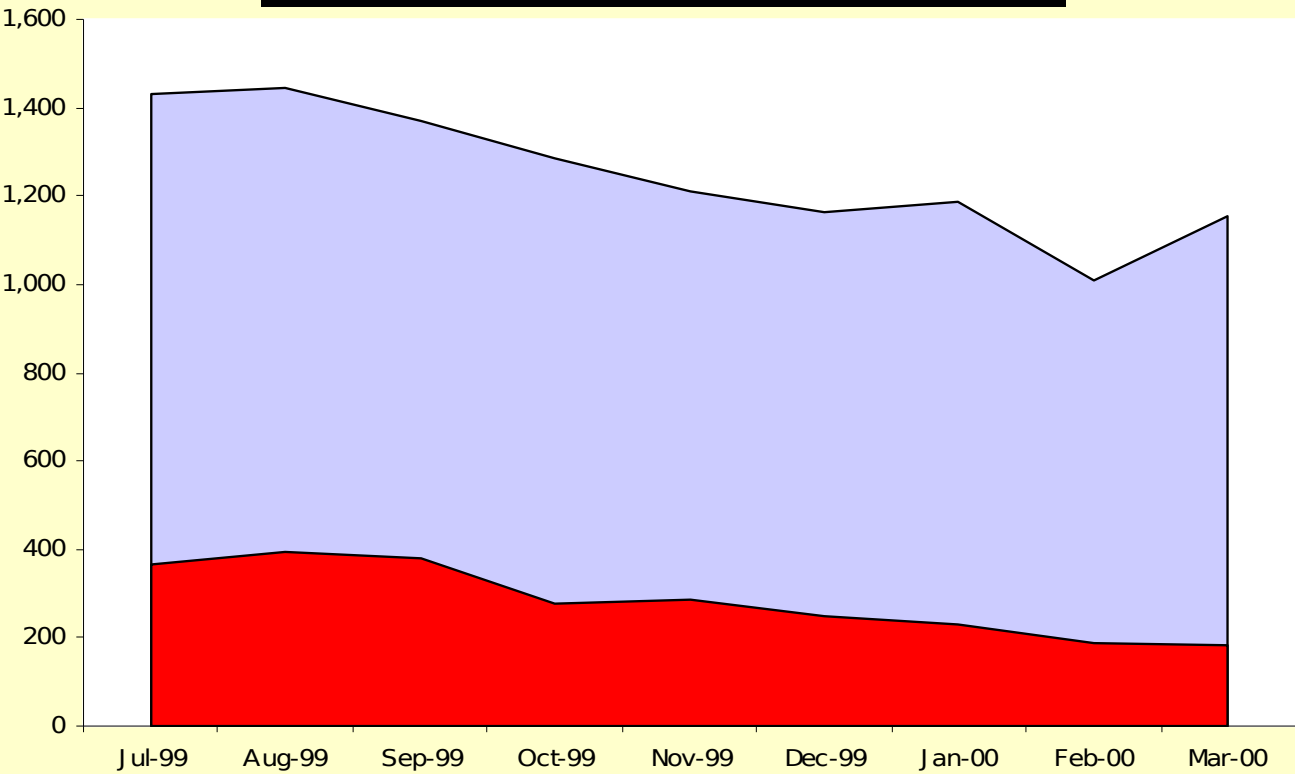
# UCA Pricing

## *UCA Trend by Count* *(Qtrly Average On-Hand and Overage)*



# UCA Pricing

## **NAVICP UCA TREND**



	J ul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	J an-00	Feb-00	Mar-00
NAVICP On-Hand Count	1,430	1,446	1,372	1,287	1,212	1,164	1,185	1,011	1,153
NAVICP Overage Count	364	394	382	277	287	249	230	187	181